

**Q: In the Costs section of the RFQ (a through m), should a firm still submit costs for activities/services it does not provide (subcontracts out)?**

A: Yes, and the names and rates of the subcontractors for those items a firm does not provide should be included.

**Q: Should costs be provided by Region?**

A: Yes. If your firm is requesting to be qualified in more than one Region, then this information should be Region-specific.

**Q: In the Costs section of the RFQ (a and b), should costs be for removal only or for cleaning, cutting, and all associated costs with the tank(s) removal?**

A: Please submit a unit cost for the removal of a tank of the specified size (smaller and larger than 5,000 gallons) with all associated costs included (cutting, cleaning, etc.) A cost breakdown of that unit cost would be useful to determine rates of different activities related to the tank removal. Lab costs do not have to be factored in but a lab rate sheet would be useful to determine analytical cost potential.

**Q: Cubic yard estimations are difficult. Can we use per ton for our estimations?**

A: Yes.

**Q: Should a firm submit a cost range to address drilling charges?**

A: Yes. Once again, a line item breakdown would be useful to see costs associated with the drilling. Due to the unknown nature of the work, please refrain from estimating high or low. A normal range for the work proposed will be fine. The Indiana Brownfields Program understands the unknown factor to this request and will be as flexible as we can on the estimate values.

**Q: How do we estimate for backfill materials needed (sand, gravel, etc.)?**

A: We will be flexible with this cost due to the fact we do not know what fill material will be appropriate for each site. This does not, however, cover special compaction or compaction testing.

**Q: What kind of information should a firm submit to address the question about the number of closures achieved in the last 3 years?**

A: A list of site names will be sufficient.

**Q: When the firms and sites have been selected, will the Indiana Brownfields Program ask each qualified firm for site-specific costs?**

A: The Indiana Brownfields Program will require detailed site-specific scopes of work and cost estimates for each site requiring that they be consistent with what has been submitted in response to this RFQ.

**Q: How bound will a qualified firm be to the costs included in the response to this RFQ?**

A: The Indiana Brownfields Program will expect a firm to adhere to the costs included in a firm's response. However, there are unknown factors associated with this work and the Indiana Brownfields Program will evaluate the handling of such factors on a case-by-case basis.

**Q: Does the firm have to contract separately with each recipient of grant funds as part of this initiative?**

A: The IFA will enter into grant agreements with communities that have sites that receive funding through this initiative. The firm in a Region will also be a party to that agreement.

**Q: How should mobilization charges be factored into a firm's response to this RFQ?**

A: Because mobilization charges will depend on factors currently not known (site location, fuel costs, equipment needed, manpower needed, etc.), the Indiana Brownfields Program does not expect these costs to be included in the firm's RFQ response. However, this expense should be included in a site-specific scope of work for sites receiving funding as part of this initiative.

**Q: Should names of subcontractors be included in the RFQ response?**

A: Yes.

**Q: How will sites be identified?**

A: The Indiana Brownfields Program anticipates that a firm qualified under this RFQ process will actively search for sites. The Indiana Brownfields Program will assist by providing as much information as available (potential site information, city contact information, etc.). Final eligibility determinations will be made by the Indiana Brownfields Program.

If communities apply directly to the Indiana Brownfields Program for Petroleum Remediation Grant funding, those sites will be forwarded to the firm qualified by the Indiana Brownfields Program in the Region the site is located.

**Q: Does this replace existing process for Petroleum Remediation Grants?**

A: Yes, for the term of this RFQ and contracts entered into as part of this RFQ.

**Q: How will sites within a Region be prioritized? Will sites with existing site assessments be preferred, for example?**

A: The sites that ultimately receive funding as part of this initiative will be chosen based on a variety of factors. It will be up to the Indiana Brownfields Program project manager, the firm, and communities within the Region to choose sites. Existing assessment information will be helpful to determine remedial approach and cost, but will not be the determining factor as to whether a site receives funding through this initiative.

**Q: Since engineered remediation systems typically require longer timeframes to achieve closure, is the IFA looking for sites for less complex remediation only?**

A: A goal of this initiative is to remediate and close as many eligible brownfield sites as possible within the amount of funding available. However, the Indiana Brownfields Program will not disqualify a site with long-term remediation needs from consideration under this RFQ.

**Q: Will a Phase I and Phase II be required prior to the release of remediation funding?**

A: A full site characterization is not required because a lot of useful information will be gathered during other site activities (removal of underground storage tanks, for example). However, Phase I information would be useful in narrowing the focus of proposed site activities.

**Q: What assurance can firms qualified offer small communities that ongoing remediation work started through activities associated with this RFQ will be supported after the term of this RFQ has expired?**

A: One of the goals of this initiative is to achieve closure at eligible brownfield sites to encourage economic development. To that end, the Indiana Brownfields Program will work with communities and qualified firms to ensure that sites with complex remediation systems or ongoing remediation needs will be closed, even if the length of time remediation is needed at a site is longer than the term of this RFQ.

**Q: All things being equal, will the firm with the lowest bid be chosen?**

A: No. We look at a combination of experience and the people assigned to tasks, as well as cost. Therefore there is no benefit from under or over bidding in your responses.

**Q: How many firms will be qualified in each Region?**

A: One firm will be qualified in each Region.

**Q: Will veteran-owned businesses receive similar consideration as women/minority-owned businesses?**

A: The Indiana Brownfields Program is not aware that the State is currently recognizing veteran-owned firms in the same manner and WBE/MBE firms.

**Q: If a firm does not have one full-time licensed engineer and has not partnered with another firm to meet the minimum requirements, will it be disqualified from consideration under this RFQ?**

A: Yes.

**Q: Is the focus of this initiative on municipalities or private properties?**

A: Sites that are both publicly-owned and privately-owned may be eligible for funding as part of this initiative.

**Q: Who will be responsible for approving payments?**

A: The qualified firm will be working closely with an Indiana Brownfields Program project manager assigned to each site in a Region. The project manager will be the point of contact for the Region and will be the main reviewer and give approvals for all aspects of projects, including payment.

**We've been asked to provide a list of people that attended the availability session on Friday, October 27. Below is a list of attendees:**

Dan Moore, Environmental Management Consultants  
Andrew Gremos, Keramida Environmental  
Ed Joniskan, Delta-Hull  
Brent Graves, Delta-Hull  
Heidi Farmer, Hoosier Equipment Service  
Anne Black, QEPI  
Louis Stratigalios, ATC Associates  
Angela Crump, Troy Risk  
David Steiger, EFI Global, Inc.  
Dave West, Denney Excavating  
Drew Kortz, AEC  
Chris White, AEC  
Patrick Rohan, IWM  
Brad Gentry, IWM  
Derek Faulk, GAI  
Bill Karban, EnviroSolutions  
Steve Gray, Astbury Environmental  
Ron Hosek, PSI  
Mark LeMay, Avant Group  
Robert Autio, Environmental Data and Consulting